



2024 Model Year Competitive Assistance Program

SUBMITTED: July 7, 2023

FOR: YORK INTERNATIONAL CORP AND
ITS INDEPENDENT GROUP OF
DISTRIBUTORS
49200 HALYARD DR
PLYMOUTH, MI 48170-2481

FAN: 405029



PREPARED FOR:

Yen Yoon

Senior Channel Marketing
Manager

YORK INTERNATIONAL
CORP AND ITS
INDEPENDENT GROUP OF
DISTRIBUTORS

GM ENVOLVE CONTACT:

Gabriel Slack

GM Envolv Account Executive - NC
Region

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General Motors Company
Detroit, Michigan 48072

July 7, 2023

Yen Yoon
YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS
49200 HALYARD DR
PLYMOUTH, MI 48170-2481

Dear Yen,

General Motors LLC, GM Envolv, is pleased to offer **YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS** the attached Competitive Assistance Program. This Agreement version supersedes all prior agreements.

If you agree with the terms and conditions of the Program as set forth in the attached Agreement, please return a signed copy to my attention.

To ensure accurate and timely payment of Competitive Assistance, use of **Processing Code BG6 and FAN 405029** is required on all order requests and delivery reporting data for vehicles specified as eligible for the Program. **It is imperative that you communicate the Processing Code and FAN to your dealer or leasing company prior to placing an order.**

On behalf of General Motors LLC, GM Envolv, I would like to thank you for allowing us the opportunity to provide solutions for your business.

Very truly yours,



Gabriel Slack
GM Envolv Account Executive - NC Region

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2024 Model Year Competitive Assistance Program

YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS	LOCATION: 49200 HALYARD DR PLYMOUTH, MI 48170-2481	APPROVED: July 07, 2023
	PROCESSING CODE: BG6 FAN: 405029	CONTACT: Yen Yoon PHONE: 1 833 242 7869

The following 2024 Model Year Competitive Assistance Program Agreement (“Agreement”) sets forth the terms and conditions of the Competitive Assistance Program (the “Program” or “CAP”) between General Motors LLC, GM Envolv (“General Motors” or “GM”) and YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS.

TERMS AND CONDITIONS OF COMPETITIVE ASSISTANCE PROGRAM

Volume Requirement

YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS agrees to purchase or lease a minimum of **1** General Motors vehicles for each model year set forth in the Agreement. Any purchases or leases of General Motors vehicles by YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS or its eligible subsidiaries will count toward the volume requirement.

Eligible Subsidiaries

YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS and the following subsidiaries of YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS are eligible for the Competitive Assistance in the Agreement:

- Champion Dealers
- Coleman Dealers
- Evcon
- Fraser Johnston Dealers
- Guardian
- Luxaire Dealers
- Tempmaster
- York Dealers

End-User FAN	Customer Name
405029	YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS

Allowances and Eligible Vehicles

The following allowances are offered for the 2024 model year vehicles listed below (the “Eligible Vehicles”). Eligible Vehicles exclude models with trim designations 1SL (for GMC models only), 1SM, 1SV, 1VL, 1L0 or 2SA.

Model	Tier	Invoice Credit*
Malibu	\$1,500	\$1,500
Camaro	\$0	\$0
LYRIQ	\$0	\$0
CT4	\$1,000	\$1,000
CT5	\$1,200	\$1,200



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SUBMITTED BY: Gabriel Slack

Model	Tier	Invoice Credit*
Encore GX (New)	\$700	\$700
Trax (New)	\$500	\$500
Trailblazer (New)	\$700	\$700
Equinox EV (New)	\$0	\$0
Equinox	\$1,500	\$1,500
Terrain	\$1,800	\$1,800
Blazer EV (New)	\$0	\$0
Blazer	\$1,500	\$1,500
Envision	\$1,000	\$1,000
Envista (New)	\$700	\$700
Traverse (New)	\$1,200	\$1,200
Enclave	\$1,800	\$1,800
Acadia (New)	\$1,200	\$1,200
Tahoe/Yukon	\$700	\$700
Suburban/Yukon XL	\$900	\$900
Escalade/Escalade ESV	\$1,000	\$1,000
XT4 (New)	\$700	\$700
XT5	\$800	\$800
XT6	\$1,000	\$1,000
HUMMER EV Pickup	\$0	\$0
HUMMER EV SUV (New)	\$0	\$0
Silverado/Sierra EV (New)	\$0	\$0
Silverado/Sierra 1500 Reg Cab with L3B	\$2,200	\$2,200
Silverado/Sierra 1500 Reg Cab with L84	\$1,500	\$1,500
Silverado/Sierra 1500 Dbl/Crew Cab with L3B/LZ0	\$2,500	\$2,500
Silverado/Sierra 1500 Dbl/Crew Cab w/o L3B/LZ0	\$1,800	\$1,800
Silverado/Sierra 2500/3500 Reg Cab (New)	\$750	\$750
Silverado/Sierra 2500/3500 Dbl/Crew Cab (New)	\$1,300	\$1,300
Silverado Medium Duty 4500 4x2 Reg Cab	\$1,250	\$1,250

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Model	Tier	Invoice Credit*
Silverado Medium Duty 4500 4x4 Reg Cab	\$750	\$750
Silverado Medium Duty 4500 4x2 Crew Cab	\$1,250	\$1,250
Silverado Medium Duty 4500 4x4 Crew Cab	\$750	\$750
Silverado Medium Duty 5500 4x2 Reg Cab	\$2,000	\$2,000
Silverado Medium Duty 5500 4x4 Reg Cab	\$1,500	\$1,500
Silverado Medium Duty 5500 4x2 Crew Cab	\$2,000	\$2,000
Silverado Medium Duty 5500 4x4 Crew Cab	\$1,500	\$1,500
Silverado Medium Duty 6500 4x2 Reg Cab	\$2,500	\$2,500
Silverado Medium Duty 6500 4x4 Reg Cab	\$2,000	\$2,000
Silverado Medium Duty 6500 4x2 Crew Cab	\$2,500	\$2,500
Silverado Medium Duty 6500 4x4 Crew Cab	\$2,000	\$2,000
Medium Duty Low Cab Forward	\$1,500	\$1,500
Colorado/Canyon	\$500	\$500
Express/Savana	\$1,500	\$1,500
Purchase Volume	1	

*Represents competitive assistance that is included in the tier amounts that will be reflected as an invoice credit.

Payment by Invoice Credit

Competitive Assistance is payable as an invoice credit at the amounts listed in the table above. Vehicles receiving allowances under the GM Business Choice, Fleet Out-of-Stock, or Retail Alternative Programs are not eligible to receive Competitive Assistance.

Out of Stock Purchase/Leases

Eligible Vehicles purchased or leased from a General Motors dealer's retail inventory (out-of-stock) will qualify for Competitive Assistance (unless otherwise specified) only once the attached "CAP Out of Stock Purchase Agreement" form is completed by the applicable dealer and YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS (or its authorized Fleet Management Company).

YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS's purchases/leases of out-of-stock General Motors vehicles using retail or other incentives will not be eligible for Competitive Assistance, but such purchases/leases of those out-of-stock General Motors vehicles will still count toward attainment of the volume requirement provided that YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS complies with all other terms of the Agreement. Such purchases/leases must be reported as fleet deliveries even if retail incentives are claimed. Eligible Vehicles ordered with processing code BG6 cannot be converted to out-of-stock purchases/leases and are not eligible for retail or other incentives.

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SUBMITTED BY: Gabriel Slack

Price Protection

General Motors will provide YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS with price protection for 2024 model year Eligible Vehicles at prices effective as of order date for vehicles ordered. The price protection offered by General Motors applies to price increases based on economics and destination and freight charges that occur post-order date for vehicles ordered. The price protection offered by General Motors excludes vehicle price increases made necessary due to equipment adjustments, government-mandated equipment and emission changes, optional equipment made standard, mid-cycle enhancements, and vehicle design changes, all as defined and valued by General Motors. Price protection does not apply to units purchased out of dealer stock.

Vehicle Pricing

If the dealer invoice price of a comparably equipped Eligible Vehicle is reduced during the term of this Agreement, General Motors reserves the right to reduce Competitive Assistance allowances by the amount of the dealer invoice price reduction.

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Special OnStar Service Subscription Options

Eligible new OnStar equipped vehicles (**UE1**) purchased through this Competitive Assistance Agreement can take advantage of the RPO based **OnStar Business Solutions** service offers (see below). Visit onstar.com/businesssolutions for product details.

Adding a select plan to a new vehicle is easy and can be done at the time of order. Just have your ordering entity add the corresponding RPO of the service that you select from the chart below to each vehicle order.

OnStar Safety Services –Help keep your people safer and your vehicles more secure

OnStar Assurance*

Service includes:

- Stolen Vehicle Assistance
- Automatic Crash Response
- Emergency Services
- Advisor Door Unlock.

Total service duration on eligible new vehicles includes a 3-month trial.

1. Option Code **P1R** – Total service duration of 12 months at \$90/vehicle
2. Option Code **P1S** – Total service duration of 24 months at \$210/vehicle
3. Option Code **P1T** – Total service duration of 36 months at \$330/vehicle
4. Option Code **P1U** – Total service duration of 48 months at \$450/vehicle
5. Option Code **R7Z** – Total service duration of 60 months at \$570/vehicle

Fleet management - Get the information you need to help maximize productivity and efficiency

OnStar Vehicle Insights**

Services include:

- Vehicle location & trip summaries
- Driver behavior & performance
- Vehicle health & diagnostics
- Reporting & custom alerts

For new accounts, total service duration will include an additional 2-month trial. Visit onstarvehicleinsights.com to create an account and/or add vehicles.

1. Option Code **P0V** – Total service duration of 12 months at \$183/vehicle
2. Option Code **P0W** – Total service duration of 24 months at \$360/vehicle
3. Option Code **P0X** – Total service duration of 36 months at \$522/vehicle
4. Option Code **P0Y** – Total service duration of 48 months at \$672/vehicle
5. Option Code **P0Z** – Total service duration of 60 months at \$810/vehicle

These options will be applied to only the vehicles that you select. Work with your ordering entity to apply the RPO codes accordingly. An applicable charge for this option will appear on the factory invoice. The unused portion of an OnStar subscription is non-refundable, but it may be transferred with the vehicle to the new owner.

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If any vehicles are purchased Out of Stock from a General Motors dealer, the dealer would need to email the GM Envolv Solutions Center FLOS@gm.com and request to add the selected RPO code(s) to the vehicle invoice.

Disclosures:

* OnStar plan, working electrical system, cell reception and GPS signal required. OnStar links to emergency services. See onstar.com/businesssolutions for details and limitations. **Automatic Crash Response:** Not all vehicles may transmit all crash data. **Stolen Vehicle Assistance** requires armed GM factory-installed theft deterrent system, contact method on file and enrollment to receive alerts. Additional messaging and data rates may apply. Services are intended to assist with vehicle recovery and do not prevent theft or protect against damage or loss.

** Terms Apply. Available on select properly equipped 2015 model year and newer GM vehicles excludes Volt, Low Cab Forward Trucks and GM vehicles built without OnStar Hardware, which includes but is not limited to select base Chevrolet and GMC trucks. Requires an active connected vehicle services plan. Fees, services, and availability subject to change without notice. Applicable taxes not included. Does not include emergency or security services. Diagnostics capabilities vary by vehicle model. Not all issues will deliver alerts. See onstarvehicleinsights.com for details and limitations.

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Special GM Accessory Options

Eligible purchases through this Competitive Assistance Agreement can take advantage of GM Accessories to protect and equip fleet vehicles for the length of their use and help ensure they are optimal for future vehicle remarketing and resale. Our accessories are tested, trusted and designed specifically for your GM vehicle. Plus, when they're installed by a General Motors dealer, many GM accessories are covered by the applicable limited warranty.†

Whether you need to protect your cargo, organize it or make your vehicle more accessible, we've got you covered. Make the workday easier by organizing your tools and equipment. Plus, maintain your vehicle's interior with premium all-weather floor liners.

Adding LPO accessories to a new 24MY vehicle is easy and can be done at the time of vehicle ordering. Just have your ordering entity add the LPO Option Code to your vehicle order.

Suggested Top Truck Accessory Options

Help keep your vehicle protected and productive with accessories like utility racks, tool boxes, bedliners, splash guards and more. The following includes variations of Assist Step, Tonneau Cover, Convenience and Protection packages.

- Option Code RIA** – All-weather floor liner – **MSRP* \$210**
- Option Code WH9** – eTrunk Divider and Organizer – **SILVERADO EV ONLY MSRP* \$295**
- Option Code PDW** – Assist Step and Tonneau Value Package I, includes (VQO) Black work step and (VPB) Premium soft rollup tonneau cover – **SILVERADO LD ONLY MSRP* \$1095 Crew/Double, MSRP* \$1075 Reg Cab**
- Option Code PDH** – Protection Package, includes (RIA) all-weather floor liner and (VQK) front and rear black molded splash guards
 - SIERRA LD ONLY MSRP* \$450 Crew/Double, MSRP* \$350 Reg Cab**
 - SIERRA HD ONLY MSRP* \$395 Crew/Double, MSRP* \$325 Reg Cab**
- Option Code PDL** – Cargo Convenience Package, includes (S1O) console vault and (VBJ) rear under seat storage
 - SIERRA LD ONLY MSRP* \$550 Crew, MSRP* \$450 Double Cab**
 - SIERRA HD ONLY MSRP* \$575 Crew, MSRP* \$475 Double Cab**
- Option Code PDQ** – Liner Protection Package, includes (S41) Wheelhouse liners and (RIA) floor liner – **SILVERADO LD ONLY MSRP* \$375 Crew/Double, MSRP* \$275 Reg Cab**

Suggested Top Van Accessory Option

- Option Code VXW** – Assist Step, includes (VXW) Assist Step – **MSRP* \$595 Cargo Van, MSRP* \$795 Passenger Van**

Suggested Top Car & SUV Accessory Options

- Option Code RIA** – All weather floor liner – **Starting MSRP* \$210**
- Option Code VLI** – Cargo mat – **Starting MSRP* \$125**

†Most Parts and Accessories sold and installed on a vehicle by a GM Dealer or an approved Accessory Distributor/Installer (ADI) before delivery to the customer are covered under the applicable limited warranty. If GM Accessories are installed after vehicle delivery, or are replaced under the New Vehicle Limited Warranty, they will be covered, parts and labor, for the longer of the following: a) 12 months/12,000 miles (whichever comes first), or b) the balance of the applicable portion of the New Vehicle Limited Warranty. GM Parts sold over the counter, or those not requiring installation, will continue to receive the standard GM Dealer Parts Warranty of 12 months from the date of purchase, parts only, regardless of miles. Warranties do not apply to Associated Accessories. See your dealer for details.

* MSRP Excluding installation, taxes, and wheel components. Dealer prices may vary. Some accessories may require purchase of additional equipment and/or services.

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Powertrain Warranty (Applicable To Internal Combustion Engine Vehicles)

Chevrolet/GMC vehicles purchased under this Agreement with Delivery Types: 014 Fleet Leasing Company Purchase or 035 Business Organization Fleet Purchase are covered by a Limited Powertrain Warranty of 5 years or 100,000 miles, whichever comes first.

Buick vehicles purchased under this Agreement with Delivery Types: 014 Fleet Leasing Company Purchase or 035 Business Organization Fleet Purchase are covered by a Limited Powertrain Warranty of 5 years or 60,000 miles, whichever comes first.

Cadillac vehicles purchased under this Agreement with Delivery Types: 014 Fleet Leasing Company Purchase or 035 Business Organization Fleet Purchase are covered by a Limited Powertrain Warranty of 6 years or 70,000 miles, whichever comes first.

Electric Vehicle Warranty Coverage

Chevrolet/GMC will warrant defects related to materials or workmanship on **model specific EV components** for 8 years or 100,000 miles, whichever comes first, from the original in-service date of the vehicle. **Reference the *Limited Warranty and Owner Assistance Information Manual* for model specific details on coverage.**

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		SUBMITTED BY: Gabriel Slack

Ownership Requirements

All 2024MY vehicles under this Program must be titled, licensed, and registered in the name of YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS/ eligible subsidiaries or its Fleet Management Company and retained by YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS / eligible subsidiaries for business use principally in the United States for a minimum of 12 months or 12,000 miles, whichever occurs first, from the date of delivery. YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS / eligible subsidiaries will not knowingly sell, export, sell for export, or principally use the Eligible Vehicles outside of the United States at any time.

Dealers / Distributors Eligibility

The following dealers / distributors of YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS are eligible for the Competitive Assistance included in this agreement and any purchases will count toward the minimum purchase requirements.

Champion Dealers
York Dealers
Luxaire Dealers
Coleman Dealers
Fraser Johnston Dealers

Documentation Requirements

Dealers / Distributors of YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS are eligible for the Competitive Assistance included in this agreement. To qualify, a Dealer / Distributor must provide business and relationship documentation to the selling dealer/Fleet Management company. The dealer/Fleet Management company must maintain a copy of substantiating documentation in the deal jacket for audit purposes.

Required Business Documentation: (One Required)

- Valid GM Fleet Account number
- Commercial business tax ID
- Sales tax license
- State occupational / trade license
- Prior year Schedule C from 1040

Relationship Documentation: (One Required)

- Dealer / Distributor agreement
- Dealer / Distributor certificate
- Official letter from YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS documenting relationship

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Compliance Requirements

In performing its obligations under this Agreement, each party warrants and agrees to comply fully with, and to cause its directors, officers, employees, and agents to comply fully with, all applicable laws and regulations of all appropriate jurisdictions, including without limitation: the U.S. Foreign Corrupt Practices Act; all applicable anti-corruption laws and U.S. federal, state and local laws, regulations and guidelines, including without limitation campaign finance laws, ethics laws, pay to play rules, and any applicable lobbying registration and disclosure laws; export control laws and regulations of the United States and other applicable countries; and U.S. sanctions, embargoes, and prohibitions on transactions with restricted parties, countries, and regions. General Motors has the right to review the vehicle registration records of YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS to ensure compliance with this Agreement. YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS's failure to comply with this Agreement may result in General Motors immediately terminating this Agreement and/or passing to YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS penalties imposed on General Motors by certain countries for unauthorized export/import of General Motors vehicles.

VEHICLE ORDERING REQUIREMENTS

PROCESSING CODE: BG6

FAN: 405029

For all brands listed in the agreement that are eligible to receive competitive assistance allowances:

- It is mandatory that the Processing Code and FAN appear on every order request placed via GM Order Workbench.
- The FAN is required on all delivery reporting entries via GM Order Workbench.

GENERAL PROVISIONS

The following general provisions apply:

Agreement

This Agreement (i) contains the entire understanding of the parties relating to the subjects hereto, (ii) supersedes all prior statements, representations, and agreements, and (iii) cannot be amended except by written instrument signed by both parties. The parties represent and agree that, in entering into this Agreement, they have not relied upon any oral or written agreements, representations, statements, or promises, express or implied, not specifically set forth or otherwise referenced in this Agreement. The parties expressly waive application of any law, statute, or judicial decision allowing oral modifications, amendments, or additions to this Agreement notwithstanding this express written provision requiring a writing signed by the parties.

Confidentiality

This Agreement and the terms hereof are intended solely for the use of General Motors and YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS. This Agreement is to be disclosed on a "need to know" basis solely within YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS or to the dealer/fleet management company chosen by YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS to quote the purchase/lease of Eligible Vehicles, not to other dealers or General Motors competitors.

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Choice of Law

This Agreement shall be governed by and construed in accordance with the laws of the State of Michigan as if entirely performed therein, without regard to the conflicts of law and principles thereof.

SIGNATURES

This Competitive Assistance offer is valid for 60 days from the date generated and will expire on September 5, 2023 unless accepted in writing by YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS and returned prior to the aforementioned expiration date. Competitive Assistance Program is not valid or able to be used until signed by both parties and returned to your GM Envolve Account Executive.

General Motors and YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS have caused this 2024 Model Year Competitive Assistance Program Agreement to be executed by their duly authorized representatives as of the last date appearing below:

 <hr/> Signature of Commercial Account Representative	Sr. Manager, Sales and Marketing Programs <hr/> Title	July 11, 2023 <hr/> Date
 <hr/> Signature of GM Representative, Gabriel Slack	GM Envolve Account Executive - NC Region <hr/> Title	July 7, 2023 <hr/> Date

Please return the entire signed document to Gabriel Slack

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VEHICLE ORDERING AND DELIVERY INSTRUCTIONS

To ensure the accurate tracking of orders and timely payment of Competitive Assistance Program (CAP) allowances, **use of the assigned CAP Processing Code and the Fleet Account Number (FAN) is required on all vehicle order requests and delivery reporting data** for models specified in the agreement as eligible for Competitive Assistance.

It is imperative that you communicate the Processing Code and FAN to your dealer and/or leasing company.

CUSTOMER NAME:	YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS
PROCESSING CODE:	BG6
FAN:	405029

THIS DOCUMENT MUST BE PRESENTED TO YOUR DEALER AND/OR LEASING COMPANY

ORDERING CAP UNITS

Requirements for Standard Vehicle Order

- The assigned CAP Processing Code identified above must be included on the order.
- Do not use the CAP Processing Code on units that are taken out of stock that will receive the retail alternative. These units will still require a fleet delivery type.
- One of the fleet order types listed below must be included in the order.

Order Types

FLEET ORDER TYPE: FLS - Fleet Lease	Requires Primary Leasing Company FAN and End-User FAN
FLEET ORDER TYPE: FNR - Fleet Commercial	Requires End-User FAN

End-User FAN	Customer Name
405029	YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS



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DELIVERY REPORTING OF CAP UNITS

Ordered and Out-of-Stock CAP Units

All deliveries to customers with a valid Fleet Account Number (FAN), which includes all CAP customers, **must be reported as fleet deliveries** regardless of order type.

Deliveries to FAN holders using retail delivery type "018 Business Organization" or any other retail delivery type are not allowed and any incentives paid will be subject to a charge back.

Vehicles delivered incorrectly (i.e. retail) will not be eligible for payment of any Competitive Assistance.

Fleet Delivery Types

The delivery type or types for this customer is listed below.*

DELIVERY TYPE: 014 - Leasing Company	Requires Primary Leasing Company FAN and End-User FAN
DELIVERY TYPE: 035 - Business Organization	Requires End-User FAN

**020 Daily Rental is not applicable to CAP accounts (National Rental Accounts only)*

ADDITIONAL TERMS AND CONDITIONS

Commercial Upfit Programs

Allowances offered in the GM Business Choice Program are **not compatible** with brands covered by this agreement as eligible to receive Competitive Assistance.

Fleet Out-of-Stock and Retail Incentives

Allowances offered under Fleet Out-of-Stock and Retail Alternative Programs are **not compatible** with brands covered by this agreement as eligible to receive Competitive Assistance.

Eligible Subsidiaries

YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS and the following subsidiaries of YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS are eligible for the Competitive Assistance in the Agreement:

- Champion Dealers
- Coleman Dealers
- Evcon
- Fraser Johnston Dealers
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End-User FAN	Customer Name
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SUBMITTED BY: Gabriel Slack

Ownership Requirements

All 2024MY vehicles under this Program must be titled, licensed, and registered in the name of YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS/ eligible subsidiaries or its Fleet Management Company and retained by YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS / eligible subsidiaries for business use principally in the United States for a minimum of 12 months or 12,000 miles, whichever occurs first, from the date of delivery. YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS / eligible subsidiaries will not knowingly sell, export, sell for export, or principally use the Eligible Vehicles outside of the United States at any time.

Dealers / Distributors Eligibility

The following dealers / distributors of YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS are eligible for the Competitive Assistance included in this agreement and any purchases will count toward the minimum purchase requirements.

Champion Dealers
York Dealers
Luxaire Dealers
Coleman Dealers
Fraser Johnston Dealers

Documentation Requirements

Dealers / Distributors of YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS are eligible for the Competitive Assistance included in this agreement. To qualify, a Dealer / Distributor must provide business and relationship documentation to the selling dealer/Fleet Management company. The dealer/Fleet Management company must maintain a copy of substantiating documentation in the deal jacket for audit purposes.

Required Business Documentation: (One Required)

- Valid GM Fleet Account number
- Commercial business tax ID
- Sales tax license
- State occupational / trade license
- Prior year Schedule C from 1040

Relationship Documentation: (One Required)

- Dealer / Distributor agreement
- Dealer / Distributor certificate
- Official letter from YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS documenting relationship

GM Envolv AE Acknowledgement

This document has been presented to CAP customer.



Signature of Gabriel Slack



2024 Model Year Competitive Assistance Program

YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS	LOCATION: 49200 HALYARD DR PLYMOUTH, MI 48170-2481	APPROVED: July 07, 2023
	PROCESSING CODE: BG6 FAN: 405029	CONTACT: Yen Yoon PHONE: 1 833 242 7869

CAP Out-Of-Stock Purchase Agreement

THIS FORM MUST BE COMPLETED FOR ALL OUT-OF-STOCK TRANSACTIONS WITH CAP CUSTOMERS

Part 1

If you would like to complete this process online or with the assistance of one of our GM Envolv Solutions Center support team members, please visit www.gmenvolve.com/fleet/tools and sign-in using your GM Certified credentials, or call 1-800-353-3867 to speak to one of our GM Envolv Solutions Center Advisors.

The intent of this agreement and process is to provide the selling dealer an invoice credit to their open account for the CAP amount

Adjustment invoice credits will be posted to the dealer open account statement and settled based on current process.

YORK INTERNATIONAL CORP AND ITS INDEPENDENT GROUP OF DISTRIBUTORS

Customer Name	405029	BG6	
	Customer FAN	CAP Code	Fleet Management Company, if applicable

Part 2 (TO BE COMPLETED BY DEALER ONLINE)

Dealer Code	Dealership Name	City, State
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The named dealer agrees to sell the above referenced customer the VIN(s) below and will comply with this agreement. The ultimate consumer/end user acknowledges receipt of a private offer from General Motors. The consumer and dealer understand that this private offer is NOT compatible* with any additional retail or dealer incentives/rebates (i.e. business choice, dealer cash, pull boards, etc.). By signing this agreement, the above-mentioned dealership is releasing General Motors from any future claim or obligation for incentive(s) on units purchased with CAP incentives. In addition, the above-mentioned dealership is authorizing GM to debit his/her open account for any incentive monies that have been erroneously paid to his/her dealership in reference to this transaction.

List units included in this transaction below. Please indicate by VIN if a dealer trade is involved and if the dealer trade transaction has been completed by the original dealer in Order Workbench, Deliver Vehicle tab. Attach a spreadsheet for additional VINs.

-- VINs must be delivered Fleet in Order Workbench, Deliver Vehicle tab --

Extended Service

VIN	OnStar RPO		Dealer Trade	Transaction Completed
			<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
			<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
			<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No

Print Name of Authorized Dealer Representative

Phone Number

Signature of Authorized Dealer Representative

Date

Please contact 1-800-353-3867 with any questions. Complete the online application located on gmenvolve.com to have the invoice adjusted and CAP code added.